

## Global Surveillance System United States and Caribbean



# Leading Surveillance System Distributor Deploys MOBOTIX to Protect Inventory and Monitor Activity in New Warehouse and Office

Founded in 2002, Global Surveillance System, Inc. (GSS) is a national distributor of IP and analog video surveillance and low-voltage security equipment. GSS partners with more than 500 security installers and resellers across the United States and Caribbean to provide customers with the most advanced security solutions available. Witness to the growing challenges and changing competitive landscape of the analog surveillance market, GSS switched its primary focus to IP-based surveillance equipment, with a specialty in MOBOTIX decentralized network camera technology. Impressed with the performance and image quality provided, GSS chose to deploy this surveillance system at its new 3,000-square-foot warehouse and office in Chantilly, Va., to protect inventory and capture a clear view of all activity to boost security and employee safety.

### The Best Kept Secret

GSS developed its expertise in MOBOTIX technology because it is a decentralized, software-driven solution that does not require digital video recorders (DVRs) or network video recorders (NVRs) for transmission and storage. "In addition to the performance and reliability gains provided, MOBOTIX is a cost-effective solution because it does everything traditional systems do right out of the box, without the added costs for hardware, licensing fees and accessories," said Bill Plunkett, Sales and Marketing Manager, GSS. "MOBOTIX is the best kept secret in the United States."

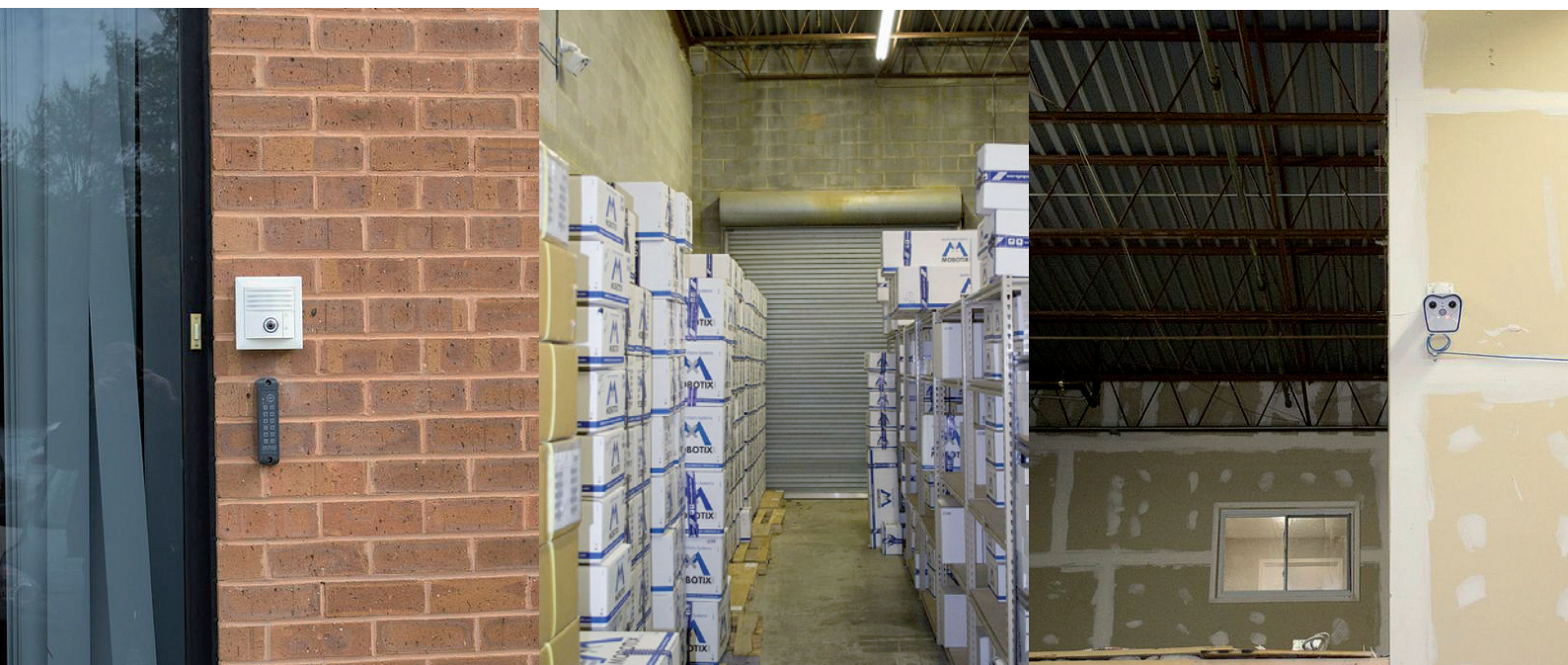
### Complete Coverage

To capture a complete view of all activity at its warehouse, GSS installed four AllroundDual M15 cameras with built-in video motion detection software, MxActivitySensor. The company also installed T25 Hemispheric IP Video Door Stations at its three main entrances for a 180° view of the perimeter and to provide controlled

access to visitors. The company installed five AllroundDual M15 cameras at its separate sales office and plans to add another 12 cameras to its administrative office at the new location.

"With 64GB SD cards installed in each camera, we can easily view more than one month of stored footage at any time," stated Plunkett. "Because data is stored on each MOBOTIX camera, there is absolutely no network load and zero impact on bandwidth – a tremendous advantage." And as a decentralized solution, users can view all footage from any computer on the network.

A decentralized approach to video surveillance solves the bottleneck process found in traditional systems by using the camera itself to push intelligence and data to the edge of the network. The process combines high-resolution surveillance with in-camera processing and recording. Video data is saved either remotely on the network or locally on flash memory devices such as SD cards or USB memory. If more storage is



## Scalable Surveillance with Zero Network Load

needed, a NAS can store more data as required by the user.

“As a growing company, we really appreciate how easy – and inexpensive – it is to add new users by simply installing the free client software on their desktop.” All employees have access to the MOBOTIX system from their desktops, and Plunkett can also view video from his iPhone.

### 360° View with Fewer Cameras

“The primary purpose of our Mobotix surveillance system is to secure the inventory that we stock and to record who is coming in and out of our facility at all times,” noted Plunkett, who added that the most evident feature of the solution is its exceptional video quality. “Every camera is at least 3 megapixels, so we know we are capturing the best possible quality during the day and we installed day/night lenses so we have beautiful images at night.”

GSS was unable to capture a complete overview of all activity and movement with its previous analog-based surveillance system. “Our old analog system only provided a very narrow field of view, so we often missed important activity in surrounding areas.” Leveraging hemispheric and dual camera technology for a 360° view of the warehouse, GSS completely eliminates blind spots. “We would need 18 to 20 analog cameras, a separate access control system, cables, and DVR or NVRs to obtain the same level of security we have with the Mobotix system – a huge infrastructure, installation and maintenance cost.”

### A Robust System

According to Plunkett, the second major advantage of the system is its unsurpassed reliability. “MOBOTIX cameras have no moving parts such as mechanical motors or PTZ devices, so there is nothing to fail,” said Plunkett. As a distributor, GSS averages two repairs per 1,000 units – a remarkable improvement over other

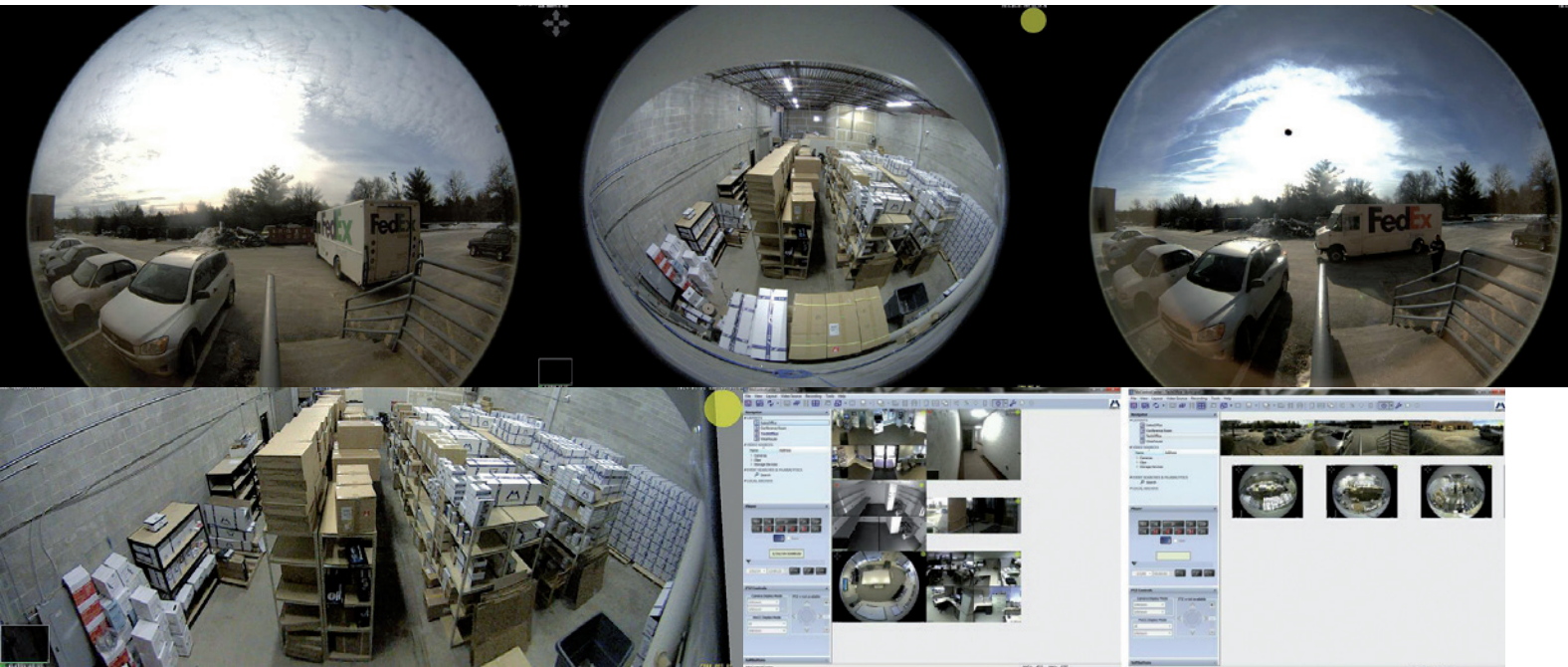
manufacturers. If a system does need repair, new parts can be delivered within three weeks, compared to the eight weeks typical in the industry. “No one wants to have to dismantle a camera, send it back, and wait for a new unit – MOBOTIX cameras always work, 24/7, 365 days a week.”

### Low Maintenance

The cameras are so robust that maintenance is reduced to a minimum. “Traditional surveillance systems usually come with a service contract that costs thousands of dollars a year,” said Plunkett. “Because Mobotix cameras are so reliable, we don’t have to invest in a service contract, and we save the time and hassle of dealing with faulty systems.” They are designed to withstand a temperature range from -22 ° to +140°F, further adding to their reliability.

### User Friendly Software

MXEasy and MXControlCenter network video management software make search and playback simple and straightforward. “It is easy to configure



## 360° View with Fewer Cameras

the system for the features you want and to set up permissions depending on the user,” noted Plunkett. “And as a decentralized solution, it is very handy to be able to view footage from our desktops – we don’t have the inconvenience and cost of maintaining a separate command center.” Plunkett also finds it easy to export footage and share with law enforcement for further investigation.

### A Strong ROI

GSS has seen a notable Return on Investment (ROI) with its MOBOTIX system. A traditional, centralized surveillance system has a typical lifespan of three to five years because parts fail due to wear and tear, or because the technology becomes obsolete. Software-driven with no moving parts, the cameras are updated at no cost at least twice a year and new features are regularly added to enhance functionality. Plunkett explained that if GSS spent \$10,000 on a traditional system with a life expectancy of five years, the annual cost would be \$2,000. “If we

spent the same \$10,000 on MOBOTIX cameras with an average lifespan of 11 years, the annual cost is only \$900 a year – a huge savings.”

### The MOBOTIX Advantage

MOBOTIX has engineered its cameras so that they work upon arrival and are simple to install and manage – the easiest of any system GSS has worked with, according to Plunkett. “We work with 20 different surveillance system manufacturers and chose MOBOTIX to secure our new facility because it is the most reliable and high-quality system available,” concluded Plunkett. “Nothing in the market comes close to MOBOTIX.”

MOBOTIX has developed and manufactured IP video systems, video management and analysis software in Germany since 2000.


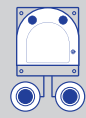



MOBOTIX stands out for its **high level of reliability**. All outdoor cameras are subjected to a stress test for temperatures between -30°C and +60°C (-22°F and +140°F). Without additional components, without heating or cooling and with no moving parts (for example auto iris), they are virtually maintenance free.



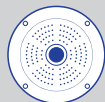

MOBOTIX delivers a **perfectly matched package**, starting with the microSD card for storage management and HD audio (microphone and speaker) with VoIP telephony through video analysis, a professional video management system and motion detection software reducing false alarms.





The **decentralized architecture** means that a central computer is not required and the network load is minimal. The intelligent cameras from MOBOTIX process and store image data themselves, trigger events and, in the event of remote access, manage the frame rate and resolution depending on the available bandwidth.





The **6MP Moonlight sensors** and complementary **thermal imaging technology** ensure reliable detection of moving objects, even under the most challenging light conditions and over long distances. As a result, it is possible to cover large areas with just a few cameras. Less power cabling, less IT infrastructure and fewer additional light sources are needed. MOBOTIX cameras are powered using standard PoE and do not require more than 4-5 watts.



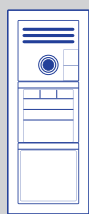

An intelligent IP video system from MOBOTIX allows you to **reduce total costs**. The investment pays for itself after a short time and the free-of-charge software and updates ensure it is a future-proof investment.

| Outdoor Dual Lens   |  |   | Thermal   |   |
|---|--|---|---|---|
| M15/16 AllroundDual   | S15/16 FlexMount   | D15/16 DualDome   | M15/16 Thermal  | S15/16 DualThermal  |
|  |  |  |  |  |
| Robust for extreme conditions   | Flexible dual camera   | Modular dual camera   | Thermal dual  | Thermal dual  |

| Outdoor Single Lens   |   |   |   |
|---|---|---|---|
| M25/26 Allround   | S15M/26 FlexMount   | Q25/26 Hemispheric  | D25/26 Dome   |
|  |  |  |  |
| Robust for extreme conditions   | Discreet, video analysis  | Discreet, video analysis  | Modular Fix dome  |

| Indoor  |   |   |   |
|---|---|---|---|
| i25/26 Panorama   | c25/26 Hemispheric  | p25/26 Allround   | v25/26 MiniDome   |
|  |  |  |  |
| 180° hemispheric  | Discreet, video analysis  | Modular ceiling camera  | Vandalism camera  |

| Door Modules  |   |   | MxDisplay+  |
|---|---|---|---|
| Camera  | BellRFID  | Keypad  | Remote Station  |
|  |  |  |  |

| Door Sets   |   |   |   |
|---|---|---|---|
| Double Frame  |   | Triple Frame  |   |
|  |  |  |  |

Retailer information: